B3700-2

The First National Bank of Chicago

INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	6-30 1978	6-30 1979
% Cash to Total Non-Subordinated Debt	1	8.86	8.56	6.80	6.16	6.21	5.08	4.74
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.67 to 1	4.56 to 1	4.27 to 1	4.49 to 1	4.60 to 1	4.67 to 1	4.85 to 1
Ratio—Total Debt to Tangible Net Worth	3	5.43 to 1	5.12 to 1	5.27 to 1	5.58 to 1	5.62 to 1	5.61 to 1	5.64 to 1
% Retail Automobile to Total Receivables	4	17.64	18.75	16.07	16.06	16.28	15.79	16.24
% New Car Retail to Automobile Retail	5	47.45	41.65	40.62	40.31	38.58	37.06	36.63
% Used Car Retail to Automobile Retail	6	52.55	58.35	59.38	59.69	61.42	62.94	63.37
% Other Retail to Total Receivables	7	12.87	13.22	16.40	17.00	13.71	17.15	11.88
% Direct Cash Loans to Total Receivables	8	49.07	51.93	51.61	51.60	51.25	51.29	51.53
% Commercial Loans to Total Receivables	9	11.76	8.15	7.54	7.52	11.72	7.70	11.81
% Wholesale to Total Receivables	10	7.35	7.36	7.37	7.27	6.44	7.50	7.86
% Other Receivables to Total Receivables	11	1.31	.59	.58	.55	.60	.57	.68
% Instalment Receivables Maturing in 12 Months	12	53.17	53.31	52.71	51.14	48.64	50.84	48.41
% Instalment Receivables Maturing over 12 Months	13	46.83	46.69	47.29	48.86	51.36	49.16	51.59
% Cash, Wholesale, Fast Turning Commercial Loans and Instalment Receivables Maturing in 12 Months to Total Non-Subordinated Debt	14	86.73	87.84	87.24	86.07	80.67	82.36	80.32
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash, wholesale, and fast turning commercial loans)	15	17.79	17.98	17.65	17.93	18.95	18.22	19.58
% Bank Borrowings to Total Non-Subordinated Debt	16	32.09	27.33	16.39	12.97	14.52	12.69	12.21
% Open Market Borrowings to Total Non-Subordinated Debt	17	33.92	33.51	41.96	37.47	37.80	37.22	42.07
% Unused Lines to Open Market Borrowings	18	147.05	138.00	116.29	124.84	107.78	120.44	104.37
% Retail Balances with Instalments Delinquent over 60 Days to Total Related Instalment Receivables	19	2.36	2.26	1.54	1.30	1.40	1.34	1.28
% Capital Loans to Net Worth	20	2.03	2.80	2.30	2.46	2.29	2.36	2.10
% Repossessions to Net Worth	21	1.51	1.29	1.25	1.16	1.07	1.05	1.16

DEL-796-1

Name of Company Composite Ratios - Installment Sales Finance Companies

The First National Bank of Chicago

INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	6-30 1978	6-30 1979
% Reserve for Losses to Related Instalment Receivables	22	2.00	2.08	2.06	2.11	1.99	2.11	2.06
% Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes	23	16.25	16.83	17.35	17.77	17.91	17.64	18.30
% Losses (charge-offs net of recoveries) to Retail Instalment Receivables Liquidated	24	1.02	1.11	.77	.74	.73	.70	.78
Volume of Business for the Period								
% Retail Automobile	25							
% Retail Appliance and Furniture	26							
% Retail Mobile Home	27							
% Other Retail	28							
% Direct Cash Loans	29							
% Commercial Lending	30							
% Wholesale	31							
% Other	32							
Analysis of Retail Automobile Volume								
% New Car	33	43.15	40.25	39.36	39.10	40.83	39.77	39.09
% Used Car	34	56.85	59.75	60.64	60.90	59.17	60.23	60.91
% New Car Paper Maturing Longer than 36 Months	35	6.99	12.22	13.64	25.84	46.79	40.74	67.61
% New Car Paper with Advances over 110% of Dealer's Cost	36	8.86	7.13	4.16	4.71	6.02	5.34	6.80
% Used Car Paper (current and two preceding years' models) Maturing Longer than 30 Months	37	54.65	54.08	52.91	58.00	62.97	60.76	63.79
% Used Car Paper (older models) Maturing Longer than 24 Months	38	27.60	30.35	28.19	30.42	29.19	27.38	31.19
% Used Car Paper with Advances over 120% of Wholesale Value	39	16.29	13.95	10.96	11.54	12.04	12.07	11.97

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Name of Company Composite Ratios - Instalment Sales Finance Companies

The First National Bank of Chicago

INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	6-30 1978	6-30 1979
Volume for Period (millions)	40	$55,106	$60,917	$78,732	$92,068	$101,111	$51,314	$57,455
Total Outstandings (millions)	41	$30,643	$31,519	$36,212	$41,878	$ 47,458	$45,441	$54,515
% Subordinated Term Debt to Capital Funds	42	34.01	32.52	32.77	33.52	34.20	33.70	32.72
% Preferred Stock to Capital Funds	43	4.50	4.17	3.97	3.40	3.26	3.33	2.75
% Common Stock to Capital Funds	44	6.69	6.50	6.08	5.89	5.63	5.84	5.66
% Capital and Earned Surplus to Capital Funds	45	54.80	56.81	57.18	57.19	56.91	57.13	58.87
% Net Profit to Average Net Worth	46	7.78	7.50	9.62	11.04	11.68	5.91	6.38
% Dividends to Net Profit	47	57.03	53.81	33.36	37.49	32.74	30.96	28.20
% Operating Expenses to Gross Revenue	48	43.72	50.48	48.46	47.79	45.61	47.68	45.90
% Interest Expenses to Gross Revenue	49	41.76	37.85	35.95	34.52	39.47	38.32	43.26
% Total Expenses Including Taxes to Gross Revenue	50	92.22	92.41	89.23	88.85	89.14	87.82	91.58
% Net Profit to Volume (excluding wholesale and fast turning commercial)	51	1.63	1.71	2.10	2.13	2.19	2.09	2.15
% Net Profit to Average Total Resources	52	1.24	1.34	1.68	1.98	2.15	1.19	1.21
Ratio—Times Fixed Charges Earned	53	1.27	1.38	1.59	1.67	1.57	1.61	1.39

DEL-796-5

Name of Company Composite Ratios - Instalment Sales Finance Companies

The First National Bank of Chicago
INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1973	12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	12-31 1979
% Cash to Total Non-Subordinated Debt	1	8.30	8.86	8.56	6.80	6.16	6.21	4.76
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.45 to 1	4.67 to 1	4.56 to 1	4.27 to 1	4.49 to 1	4.60 to 1	4.78 to 1
Ratio—Total Debt to Tangible Net Worth	3	5.42 to 1	5.43 to 1	5.12 to 1	5.27 to 1	5.58 to 1	5.62 to 1	5.29 to 1
% Retail Automobile to Total Receivables	4	17.47	17.64	18.75	16.07	16.06	16.28	17.02
% New Car Retail to Automobile Retail	5	43.88	47.45	41.65	40.62	40.31	38.58	36.88
% Used Car Retail to Automobile Retail	6	56.12	52.55	58.35	59.38	59.69	61.42	63.12
% Other Retail to Total Receivables	7	19.41	12.87	13.22	16.40	17.00	13.71	11.91
% Direct Cash Loans to Total Receivables	8	43.03	49.07	51.93	51.61	51.60	51.25	50.76
% Commercial Loans to Total Receivables	9	11.16	11.76	8.15	7.54	7.52	11.72	11.83
% Wholesale to Total Receivables	10	7.79	7.35	7.36	7.37	7.27	6.44	7.67
% Other Receivables to Total Receivables	11	1.14	1.31	.59	.58	.55	.60	.81
% Instalment Receivables Maturing in 12 Months	12	50.82	53.17	53.31	52.71	51.14	48.64	47.02
% Instalment Receivables Maturing over 12 Months	13	49.18	46.83	46.69	47.29	48.86	51.36	52.98
% Cash, Wholesale, Fast Turning Commercial Loans and Instalment Receivables Maturing in 12 Months to Total Non-Subordinated Debt	14	84.38	86.73	87.84	87.24	86.07	80.67	76.54
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash, wholesale, and fast turning commercial loans)	15	18.42	17.79	17.98	17.65	17.93	18.95	19.52
% Bank Borrowings to Total Non-Subordinated Debt	16	24.89	32.09	27.33	16.39	12.97	14.52	14.55
% Open Market Borrowings to Total Non-Subordinated Debt	17	39.80	33.92	33.51	41.96	37.47	37.80	38.32
% Unused Lines to Open Market Borrowings	18	150.40	147.05	138.00	116.29	124.84	107.78	104.15
% Retail Balances with Instalments Delinquent over 60 Days to Total Related Instalment Receivables	19	1.67	2.36	2.26	1.54	1.30	1.40	1.46
% Capital Loans to Net Worth	20	2.55	2.03	2.80	2.30	2.46	2.29	2.29
% Repossessions to Net Worth	21	.90	1.51	1.29	1.25	1.16	1.07	1.36

DEL-796-1

Name of Company Composite Ratios - Instalment Sales Finance Companies.

The First National Bank of Chicago

INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1973	12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	12-31 1979
% Reserve for Losses to Related Instalment Receivables	22	2.03	2.00	2.08	2.06	2.11	1.99	2.11
% Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes	23	16.02	16.25	16.83	17.35	17.77	17.91	18.18
% Losses (charge-offs net of recoveries) to Retail Instalment Receivables Liquidated	24	.72	1.02	1.11	.77	.74	.73	.98
Volume of Business for the Period								
% Retail Automobile	25							
% Retail Appliance and Furniture	26							
% Retail Mobile Home	27							
% Other Retail	28							
% Direct Cash Loans	29							
% Commercial Lending	30							
% Wholesale	31							
% Other	32							
Analysis of Retail Automobile Volume								
% New Car	33	43.21	43.15	40.25	39.36	39.10	40.83	40.86
% Used Car	34	56.79	56.85	59.75	60.64	60.90	59.17	59.14
% New Car Paper Maturing Longer than 36 Months	35	3.64	6.99	12.22	13.64	25.84	46.79	69.63
% New Car Paper with Advances over 110% of Dealer's Cost	36	10.50	8.86	7.13	4.16	4.71	6.02	6.51
% Used Car Paper (current and two preceding years' models) Maturing Longer than 30 Months	37	51.43	54.65	54.08	52.91	58.00	62.97	62.62
% Used Car Paper (older models) Maturing Longer than 24 Months	38	27.22	27.60	30.35	28.19	30.42	29.19	29.77
% Used Car Paper with Advances over 120% of Wholesale Value	39	18.27	16.29	13.95	10.96	11.54	12.04	11.67

DEL-796-2

Name of Company Composite Ratios - Instalment Sales Finance Companies

The First National Bank of Chicago

INSTALMENT SALES FINANCE COMPANY RATIOS

Statement Date		12-31 1973	12-31 1974	12-31 1975	12-31 1976	12-31 1977	12-31 1978	12-31 1979
Volume for Period (millions)	40	$ 59,222	$ 55,106	$ 60,917	$ 78,732	$ 92,068	$ 101,111	$ 109,319
Total Outstandings (millions)	41	$ 29,078	$ 30,643	$ 31,519	$ 36,212	$ 41,878	$ 47,458	$ 55,273
% Subordinated Term Debt to Capital Funds	42	36.32	34.01	32.52	32.77	33.52	34.20	31.63
% Preferred Stock to Capital Funds	43	5.86	4.50	4.17	3.97	3.40	3.26	2.70
% Common Stock to Capital Funds	44	6.43	6.69	6.50	6.08	5.89	5.63	5.80
% Capital and Earned Surplus to Capital Funds	45	51.39	54.80	56.81	57.18	57.19	56.91	59.87
% Net Profit to Average Net Worth	46	9.35	7.78	7.50	9.62	11.04	11.68	10.98
% Dividends to Net Profit	47	48.67	57.03	53.81	33.36	37.49	32.74	28.98
% Operating Expenses to Gross Revenue	48	45.60	43.72	50.48	48.46	47.79	45.61	42.54
% Interest Expenses to Gross Revenue	49	39.67	41.76	37.85	35.95	34.52	39.47	44.25
% Total Expenses Including Taxes to Gross Revenue	50	90.24	92.22	92.41	89.23	88.85	89.14	91.22
% Net Profit to Volume (excluding wholesale and fast turning commercial)	51	1.92	1.63	1.71	2.10	2.13	2.19	2.06
% Net Profit to Average Total Resources	52	1.71	1.24	1.34	1.68	1.98	2.15	1.99
Ratio—Times Fixed Charges Earned	53	1.40	1.27	1.38	1.59	1.67	1.57	1.37

DEL-796-5

Name of Company Composite Ratios - Instalment Sales Finance Companies.